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Message Text

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INFO OCT-01 AF-10 ISO-00 EB-08 /019 W
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TO SECSTATE WASHDC 9083
INFO AMEMBASSY ABIDJAN
AMEMBASSY NAIROBI
AMCONSUL IBADAN
AMCONSUL KADUNA

UNCLAS SECTION 1 OF 4 LAGOS 7728

E.O. 11652 : NA
TAGS : BBSR, NI, IC, KE
SUBJ : PLASTICS PRODUCTION MACHINERY AND MATERIALS
TRADE MISSION/SEMINAR, NOVEMBER 1978

REF: A) USDOC 03481; B) BIDDLE/ATCHLEY TELECON

SUMMARY: EMBASSY BELIEVES THERE ARE GOOD PROSPECTS FOR SALE OF PLASTIC PRODUCTION MACHINERY AND MATERIALS IN NIGERIA. WHILE NIGERIAN PLASTIC INDUSTRY STILL IN ITS INFANCY, IT GROWING RAPIDLY AND U.S. PRODU CTS CAN COMPETE FAVVORABLY AGAINST DOMINANT GERMAN, BRITISH AND ITALIAN SUPPLIERS IF ADEQUATELY PROMOTED. THERE ARE ABOVE 50 PLASTICS PROCESSING ESTABLISHMENTS IN NIGERIA, CONCENTRATED LARGELY IN LAGOS, KANO, KADUNA AND OYO STATES. GOOD SALES POTENTIAL ALSO EXISTS IN OTHER STATES OF THE FEDERATION. EMBASSY ENDORSES PROPOSED TRADE MISSION/SEMINAR AND SUG-GESTS IT SHOULD VISIT LAGOS, KANO, KADUNA AND IBADAN. END SUMMARY.

1. NIGERIA CURRENTLY COMPLETELY DEPENDENT UPON IMPORTS OF PLASTICS PRODUCTION MACHINERY AND MATERIALS, AND DOMESTIC PRODUCTION OF SUCH EQUIPMENT NOT ANTICIPATED
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WITHIN NEXT FOUR TO FIVE YEARS. IN THE TWO YEARS FROM 1976-1977, TOTAL MARKET FOR PLASTIC PRODUCTION MACHINERY WAS DOLS46 MILLION. TOTAL MARKET FOR PLASTIC MATERIALS AMOUNTED TO DOLS187.4 MILLION. WITH RAPID GROWTH OF THE INDUSTRY, MARKET EXPECTED TO REACH DOLS43.4 MILLION FOR MACHINERY AND DOLS176.6 MILLION FOR MATERIALS IN 1980.

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2. SALES POTENTIAL OF VARIOUS CATEGORIES OF PLASTICS PRODUCTION MACHINERY AND MATERIALS AS FOLLOWS:

	HIGHEST SALES POTENTIAL	GOOD SALES POTENTIAL
A. EXTRUSION MACHINES		X
B. INJECTION MOLDING MACHINES	X	
C. INJECTION MOLDS		X
D. BLOW MOLDING MACHINES		X
E. COMPRESSION MOLDS	X	
F. MATCHED METAL MOLDS	X	
G. PROCESS CONTROL INSTRUMENTS	X	
H. OTHER PLASTIC WORKING MACHINERY AND EQUIPMENT INCLUDING PARTS	X	
I. INJECTION COATING OF THERMOPLASTICS	X	
J. AUXILIARY EQUIPMENT	X	
K. MATERIALS HANDLING EQUIPMENT	X	
L. DECORATING EQUIPMENT	X	
M. COLORANTS	X	
N. FABRICATED PARTS	X	

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3. SIZE OF MARKET: FOLLOWING IS STATISTICAL ANALYSIS GIVING SUMMARY ESTIMATES FOR EACH OF PRODUCT CATEGORIES AND PRODUCTS DISCUSSED IN PARAGRAPH 2. TABLES INDICATE TOTAL APPROXIMATE MARKET SIZE, EXPECTED IMPORTS AND FORE-CAST UP TO 1980.

A. TOTAL IMPORTS OF MACHINERY FOR WORKING WOOD, PLASTICS, ETC. (SITC 719.52) (IN MILLION U.S. DOLLARS)

COUNTRY OF ORIGIN	1976	1977	1978	1979	1980
U.S.	.17	.21	.25	.30	.36
GERMANY	12.09	14.51	17.42	20.90	25.08
ITALY	3.29	3.95	4.74	5.68	6.82
UNITED KINGDOM	2.58	3.10	3.72	4.46	5.35
SWITZERLAND	.30	.36	.44	.52	.63

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TOTAL 20.94 25.12 30.15 36.18 43.41

U.S. SHARE 0.82 PERCENT

B. TOTAL IMPORTS OF PLASTIC MATERIALS
(SITC 581.10,20,30,90) (IN MILLION U.S. DOLLARS)

COUNTRY OF ORIGIN	1976	1977	1978	1979	1980
U.S.	3.31	3.98	4.77	5.73	6.88
GERMANY	25.65	30.78	36.93	44.32	53.18

ITALY	10.00	12.00	14.40	17.28	20.73
UNITED KINGDOM	23.99	28.79	34.55	41.46	49.76
SWITZERLAND	.33	.39	.47	.57	.68
TOTAL	85.18	102.21	122.65	147.19	176.62

U.S. SHARE 3.9 PERCENT

C. MACHINERY FOR WORKING WOOD, PLASTICS, ETC.

(SITC 719.52) (IN MILLION U.S. DOLLARS)

	1976	1977	1978	1979	1980
PRODUCTION	----	--	--	--	----
IMPORTS	20.94	25.12	30.15	36.18	43.41
EXPORTS	---	---	---	--	----
APPARENT CONSUMPTION	20.94	25.12	30.15	36.18	43.41

D. PLASTIC MATERIALS (SITC 581.10,20,30,90) (IN MILLION U.S. DOLLARS)

1976	1977	1978	1979	1980

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PRODUCTION -- -- --- -- --

IMPORTS 85.18 102.21 122.65 147.19 176.62

EXPORTS -- --- -- -- ---

APPARENT
CONSUMPTION 85.18 102.21 122.65 147.19 176.62

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INFO AMEMBASSY ABIDJAN
AMEMBASSY NAIROBI
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AMCONSUL KADUNA

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SOURCE: NIGERIAN TRADE SUMMARY, NIGERIAN FEDERAL OFFICE OF STATISTICS, LAGOS.
NOTE: ESTIMATED IMPORT VALUES FOR 1978-1980 ARE BASED ON AN ANTICIPATED GROWTH RATE OF 20PERCENT BETWEEN 1976 AND 1980.

4. PROJECTS-MARKET POTENTIAL: A. FMG ACTIVVELY PURSUING KEY PROJECTS WHICH WILL PROVIDE MUCH-NEEDED BASE FOR INDUSTRIALIZATION. ONE IS LARGE PETROCHEMICAL COMPLEX AT PORT HARCOURT THAT WILL USE NIGERIAN NATURAL GAS TO MANUFACTURE ETHYLENE, POLYETHYLENE, CHLORINE, CAUSTIC SODA, VINYL CHOLORIDEX MONMER, POLYVINYL CHLORIDE, AND INDUSTRIAL GRADE METHANOL. THE PROJECT WAS ORIGINALLY PLANNED TO GO INTO PRODUCTION BY 1978 AT

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COST OF U.S. DOLS480 MILLION, BUT WILL NOW COST ABOUT DOLS1 BILLION AND IS EXPECTED TO GO INTO PRODUCTION BY MID-1982. PROSPECTIVE TECHNICAL PARTNERS FOR VARIOUS PRODUCT PROCESSES WILL BE LICENSED TO IMPORT SIMILAR PRODUCTS (E.G. PVC RESINS) INTO NIGERIA DURING 18 TO 24 MONTH PERIOD BEFORE START UP OF THE PETROCHEMICAL COMPLEX IN ORDER TO DEVELOP THE DOMESTIC MARKET FOR THOSE PRODUCTS. FMG ALSO WANTS TECHNICAL PARTNERS
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TO ASSIST IN DEVELOPMENT OF INDIGENOUS MANUFACTURING FACILITIES TO U E PRODUCTS TURNED OUT BY PETROCHEZICAL COMPLEX (E.G. PVC PIPE EXTRUSION, HDPE BEER CRATE MOLDING, AND LDPE WRAPPING FILM MANUFACTURING FACILITIES).
B. OTHER PROJECTS: THIRD FIVE-YEAR DEVELOPMENT PLAN
ALLOCATED DOLS800,000 FOR A PROJECT TO PRODUCE FOAM MATTRESSES, CUSHIONS, AND OTHER PLASTIC PRODUCTS IN KANO, NOW ESTIMATED TO BE COMPLETED BY 1979. MANY STATE GOVERNMENTS HAVE INDICATED INTEREST IN FURTHER DEVELOPMENT OF PLASTIC PRODUCTION INDUSTRY AND HAVE ALLOCATED FUNDS FOR STUDIES. FOR EXAMPLE, IN ADDITION TO 10 PLASTICS PROCESSING INDUSTRIES ALREADY IN EXISTENCE KANO STATE GOVERNMENT HAS, AS OF JANUARY OF 1978, APPROVED ESTABLISHMENT OF FIVE MORE PLASTIC MANUFACTURING IN-DUSTRIES AND IS CURRENTLY REVIEWING TWO ADDITIONAL INVESTMENT PROPOSALS. IN ANAMBRA STATE, THE NIGERIAN INDUSTRIAL COMPANY IS CURRENTLY BUILDING DOLLARS 1.7 MILLION FACTORY AT AWKA TO MANUFACTURE HOLLOW PLASTIC CONTAINERS, JERRY-CANS, PHARMACEUTICAL BOTTLES, INJECTION SYRINGES, UNBREAKABLE PLATES, ASHTRAYS, SAUCERS AND TEA-CUPS, ELECTRIC CALL BELLS, OFFICE AID ITEMS, ELECTRIC PLUE SOCKETS, SWITCHES AND ADAPTERS. THE PROJECT IS EXPECTED TO GO INTO OPERATION BY JULY 7578. OYO STATE INVESTIMENT & CREDIT CORPORATION ALSO PLANS ON SETTING UP A PLASTIC INDUSTRY. THESE AND OTHER STATE GOVERNMENT AND PRIVATE EFFORTS ARE EX-PECTED TO GENRATE SUBSTANTIAL SALES POTENTIAL FOR SUPPLIERS OF PLASTIC PRODUCTION MACHINERY AND BASIC MATERIALS.

5. CUSTOMER/END -USER ANALYSIS. THERE ARE APPROXI-
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MATELY 50 ESTABLISHMENTS INVOLVED IN PLASTICS

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PRODUCTION INDUSTRY IN NIGERIA. PRODU CTS MANU-
FACTURED INCLUDE PLASTIC SHOES, PHARMACEUTICAL
BOTTLES, PVC RAINWATER, WASTE, AND SOIL PIPES AND
FITTINGS, PRESSURE PIPES AND HOUSEHOLD PLASTIC
PRODUCTS, ETC. MOST ARE EXPATRIATE OWNED AND/OR
OPERATED, BUT NIGERIAN INDIGENIZATION DECREE WHICH
STIPULATES THAT FOREIGN BUSINESSES SELL AT LEAST 40
PERCENT OF THEIR EQUITY HOLDINGS TO NIGERIANS IS EX-
PECTED TO BE FULLY COMPLIED WITH BY DECEMBER 1978.
THE SECTOR CAN BE EXPECTED TO GROW 20 PERCENT A YEAR
OVER THE NEXT THREE YEARS IN LINE WITH GENERAL GROWTH
IN INDUSTRIAL PRODUCTION AND CAPITAL SPENDING. TRADE
SOURCES SEE PROMISING POTENTIAL FOR EQUIPMENT AND
MATERIALS IN THIS SECTOR BECAUSE OF GROWING AWARENESS
ON PART OF GOVERNMENT OF NEED FOR PLASTIC PRODUCTS
EXPANSION TO COPE WITH INCREASING DEMAND. CURRENTLY
THERE ARE NO LOCAL IMPORTERS, DISTRIBUTORS AND AGENTS
FOR PLASTIC PRODUCTION MACHINERY AND MATERIALS. HOWEVER,
AS A RESULT OF INTERVIEWS CONDUCTED UNDER THIS STUDY,
SEVERAL LOCAL BUSINESSMEN HAVE INDICATED INTEREST IN
IMPORTING AND DISTRIBUTING PLASTICS PRODUCTION
MACHINERY AND MATERIALS. IN ADDITION, THERE ARE NO
TRADE ASSOCIATIONS OR TRADE PUVBLICATIONS DIRECTLY
INVOLVED IN NIGERIAN PLASTICS INDUSTRY.

6. DOMESTIC PRODUCTION. THERE IS NO DOMESTIC
PRODUCTION OF PLASTICS PRODUCTION MACHINERY OR
MATERIALS IN NIGERIA AND PRODUCTION IS NOT
ANTICIPATED WITHIN THE NEXT FOUR YEARS.
7. U.S. COMPETITIVE POSITION. AS SEEN FROM STATISTICS
IN PARAGRAPH 3, U.K., GERMANY AND ITALY DOMINATE
MARKET. HOWEVER, GIVEN AGGRESSIVE PROMOTIONAL VEHICLE
SUCH AS TRADE MISSION/SEMINAR, U.S. MANUFACTURERS
SHOULD BE ABLE TO CAPTURE LARGER SHARE OF MARKET.
8. PRINCIPAL POTENTIAL CUSTOMERS:
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1. BACO PLASTICS (NIGERIA) LIMITED
OREGUN VILLAGE
P.O. BOX 240
IKEJA, LAGOS
2. SS COA MANUFACTURING COMPANY LIMITED
2 DOCKYARD ROAD
P.O. BOX 199
APAPA, LAGOS
3. DIAMOND PLASTICS LIMITED
13A BURMA ROAD
P.O. BOX 284
APAPA, LAGOS
4. DYNAMIC INDUSTRIES LIMITED

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IKEJA INDUSTRIAL ESTATE
OBASSA ROAD
P.O. BOX 33
IKEJA, LAGOS
5. ENGINEERING & METAL INDUSTRIES LIMITED
ILUPEJU INDUSTRIAL ESTATE
P.M.B. 1122
IKEJA, LAGOS

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INFO OCT-01 AF-10 ISO-00 EB-08 /019 W
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INFO AMEMBASSY ABIDJAN
AMEMBASSY NAIROBI
AMCONSUL IBADAN
AMCONSUL KADUNA

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6. GENERAL & METALWARE INDUSTRIES LIMITED
ONIKOYI ROAD, INDUSTRIAL ESTATE
P.O. BOX 193
IKEJA, LAGOS
7. GODWIN INDUSTRIAL COMPANY LIMITED
IKORODU ROAD
P.O. BOX 233
IKEJA, LAGOS
8. IDDO PLASTICS LIMITED
IJORA INDUSTRIAL ESTATE
P.O. BOX 2818
LAGOS
9. INDUSTRIAL SYNTHETIC COMPANY LIMITEE
INDUSTRIAL ESTATE
YABA
10. INTERNATIONAL PLASTICS(NIGERIA) LIMITED
PLOT 4C, IJORA CAUSEWAY
P.O. BOX 2818
LAGOS, NIGERIA
11. LIBERTY MANUFACTURING COMPANY LIMITED

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14 MCEWEN STREET
YABA, LAGOS
12. METALLOPLASTICS(NIGERIA) LIMITED
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9-11 QUEENS BARRACKS ROAD
P.O. BOX 309
APAPA, NIGERIA
13. METROPOLITAN INDUSTRIES(NIGERIA) LIMITED
BLOCK 6, PLOT 3 ILUPEJU INDUSTRIAL ESTATE
P.O. BOX 1239
LAGOS, NIGERIA
14. NIGERIA COMMERCIAL FACTORY LIMITED
ILUPEJU INDUSTRIAL ESTATE
P.O. BOX 5780
LVAGOS, NIERIA
15. NIPMCO
10B, LEBAND STREET
P.M.B. 1080
IKEJA, LAGOS
16. ONIBUORE INDUSTRY LIMITED
23/25 NURU ONIWO STREET
P.O. BOX 267
SURULERE, LAGOS
17. PASSAT INDUSTRIES LIMITED
IJORA CAUSEWAY
P.O. BOX 296
APAPA, LAGOS
18. IVORY PRODUCTS LIVMITED
1 HENRY CARR STREET
INDUSTRIAL ESTATE
P.M.B. 1295
IKEJA
19. PLASTEX (NIGERIA) LIMITED
IJU ROAD, IFAKO
P.O. BOX 285
IKEJA, NIGERIA
20. PLASCO SHEETS (NIGERIA) LIMITED
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6 AJISEGIRI STREET, SOGUNLE
P.O. BOX 384
YABA, LAGOS
21. PLASTIC MANUFACTURING COMPANY LIMITED
PLOT 12A, IGANMU INDUSTRIAL ESTATE
P.O. BOX 5171

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LAGOS, NIERIA
22. PLASTOWELD INDUSTRIES(NIGERIA) LIMITED
BLOCK 3, UNIT 6, INDUSTRIAL ESTATE
P.O. BOX 821, LAGOS
23. POLYTHENE ENTERPRISES LIMITED
4 OBASA ROAD
P.M.B. 1057
IKEJA, LAGOS
24. PRESTIGE INDUSTRIES(NIGERIA) LVIMITED
1 ADEQUNWA STREET, YABA
P.O. BOX 4258, LAGOS
25. REHAU PLASTICS (NIGERIA) LIMITED
PLOT 13, ERIC MOORE ROAD
IGANMU INDUSTRIAL ESTATE
P.O. BOX 329, APAPA
26. SOUTH PACIFIC CHEMICAL & PLASTICS ENGINEERING
COMPANY LIMITED
AYODELE DIYAN STREET
P.O. BOX 173
IKEJA, LAGOS
27. TIGER PLASTICS
INDUSTRIAL ESTATE
P.M.B. 1014
IKEJA, LAGOS
28. UNIVERSAL PLASTICS CORPORATION LIMITED
1 DOCKYARD ROAD
P.O. BOX 248
APAPA, LAGOS
29. WAMAC
HENRY CARR STREET
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P.O. BOX 135, IKEJA
30. WILMER INDUSTRIES(NIGERIA) LIMITED
268 HERBERT MACAULAY STREET
P.O. BOX 130
YABA, LAGOS
31. METALLAPLASTIC (NIGERIA) LIMITED
2/3 JAFARU ROAD
P.O. BOX 483, KANO
32. KANO SANDAL FACTORY LIMITED
27 KUNDILA ROAD
P.O. BOX 688
KANO
33. MASSARANI INDUSTRIES LIMITED
47 MAGANDA ROAD
P.O. BOX 269
KANO
34. STAR INDUSTRIAL ENTERPRISES KANO LIMITED
172 MISSION ROAD

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P.O. BOX 1230
KANO
35. NIGERIA SHOE FACTORY LIMITED
167 MISSION ROAD
P.O. BOX 141
KANO
36. FEDCO FOAM (NIGERIA) LIMITED
57E ADO BAYERO ROAD
P.O. BOX 661, KANO
37. PACKOPLAST (NIGERIA) LIMITED
INDEPENDENCE ROAD
P.O. BOX 126, KANO
38. VITAFOAM (NIGERIA) LIMITED
MAI MALARI ROAD
P.M.B. 3136 . KANO
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INFO AMEMBASSY ABIDJAN
AMEMBASSY NAIROBI
AMCONSUL IBADAN
AMCONSUL KADUNA

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39. AMALGAMATED INDUSTRIES LIMITED
6 JAFARU ROAD
P.O. BOX 1196 , KANO
40. DURKOSH INDUSTRIES(NIGERIA) LIMITED
109 MAGANDA ROAD
P.O. BOX 1150, KANO
41. KHALIL & HALLAWI LIMITED

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P.O. BOX 318
IBADAN
42. KANO UNIVERSAL METAL INDUSTRIES LIMITED
P.O. BOX 113
KANO
43. METALKAN INDUSTRIES LIMITED
P.O. BOX 198
KANO
44. AREWA PLASTICS COMPANY(NIGERIA) LIMITED
61E ADO BAYERO ROAD
P.O. BOX 884
KANO
45. CHAIDA INDUSTRIES LIMITED
P.O. BOX 1830
IBADAN, NIGERIA
46. CEDER PLASTIC (NIGERIA) LIMITED
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P.O. BOX 1889
IBADAN, NIGERIA
47. NIPOL LIMITED
P.M.B. 5145
IBADAN, NIGERIA
48. FIBER GLAS REINFORCED PLASTIC CO. LTD.
144 IBARA ROAD
P.O. BOX 206
ABEOKUTA
49. TEJOH PLASTIC INDUSTRY
P.O. BOX 541
APATA-GANGA
IBADAN, NIGERIA
50. OYO STATE INVESTMENT& CREDIT CORPORATION
P.M.B. 5085
SECRETARIAT
IBADAN, NIGERIA

9. POTENTIAL AGENT/DISTRIBUTORS.

1. UNITED DEVELOPMENT TRADING COMPANY LIMITED
P.O. BOX 541
IBADAN, NIGERIA

CONTACT: MR. R.O. MAKANJUOLA, MANAGING DIRECTOR
GENERAL IMPORTER. INTERESTED IN IMPORTING
PLASTIC MACHINERY AND EQUIPMENT.
2. ALDAR & COMPANY LIMITED
P.M.B. 5107
IBADAN, NIGERIA

CONTACT: MR. AYO ONI, MANAGING DIRECTOR

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CONSULTING ENGINEERS, BUILDING AND ROAD
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CONTRACTORS. INTERESTED IN IMPORTING
PLASTIC MACHINERY AND EQUIPMENT.

3. UGOCHUKWU CHEMICAL INDUSTRIES LIMITED
P.O. BOX 344
ONITSHA, NIGERIA

CONTACT: MR. M.N. UGOCHUKWU, MANAGING DIRECTOR
FIRM DISTRIBUTES AND IMPORTS CHEMICAL,
INDUSTRIAL MACHINERY, MANUFACTURES AND
DISTRIBUTES RETREADED TIRES AND FOAM
RUBBER GOODS. INTEREST IN IMPORTING
PLASTIC PRODUCTION MACHINERY AND MATERIALS.
4. JAYES HOLDINGS INTERNATIONAL LIMITED
174 BROAD STREET(3RD FLLOR)
P.O. BOX 790
LAGOS, NIGERIA

CONTACT: CHIEF J.S. TARKA, PRESIDENT
FIRM IMPORTS, DISTRIBUTES AND ACTS AS
COMMISSION AGENTS FOR PAINTS, CHEMICAL
AND FERTILIZERS, COMMUNICATION AND
DRILLING EQUIPMENT. ALSO INTERESTED
IN IMPORTING AND DISTRIBUTING PLASTIC
PRODUCTION MACHINERY AND MATERIALS.
5. ADEJUMO FAM (NIGERIA) LIMITED
OFIKI STREET, ILUPEJU INDUSTRIAL ESTATE
P.O. BOX 2132
LAGOS, NIGERIA

CONTACT: ALHAJI R.A. ADEJUMO, MANAGING DIRECTOR
FIRM WANTS TO ACT AS AGENT FOR U.S.
MANUFACTURERS OF CHEMICALS AND ALLIED
PRODUCTS, AND IMPORTS AND DISTRIBUTES
CHEMICALS. INTERESTED IN IMPORTING
PLASTIC PRODUCTION MACHINERY AND
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MATERIALS.
6. EVIAN AFRICA COMPANY LIMITED
13 KOFO ABAYOMI AVENUE
P.O. BOX 6050, LAGOS, NIGERIA

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CONTACT: MR. F.I. OGIAMIEN, MANAGING DIRECTOR
FIRM IMPORTS AND DISTRIBUTES CHEMICALS, FERTILIZERS, INDUSTRIAL MACHINERY, AGRICULTURAL CHEMICALS, CEMENT AND BUILDING MATERIALS. FIRM INTERESTED IN IMPORTING AND DISTRIBUTING PLASTIC PRODUCTION MACHINERY AND MATERIALS.

10. CONSULATE IBADAN AND KADUNA CONTRIBUTED EXCELLENT INPUTS TO THIS SURVEY.
WYMAN

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Message Attributes

Automatic Decaptioning: X
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Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Original Handling Restrictions: n/a
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Review Release Date: N/A
Review Release Event: n/a
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SAS ID: 2249927
Secure: OPEN
Status: NATIVE
Subject: PLASTICS PRODUCTION MACHINERY AND MATERIALS TRADE MISSION/SEMINAR, NOVEMBER 1978
TAGS: BBSR, NI, IC, KE
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/5999bf83-c288-dd11-92da-001cc4696bcc
Review Markings:
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